

Message Text

UNCLASSIFIED

PAGE 01 LAGOS 08695 051703Z

42

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 PA-02 /016 W

----- 112984

P 051638Z SEP 75

FM AMEMBASSY LAGOS

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 1054

UNCLAS LAGOS 8695

FOR COMMERCE SIPS, MEPD

E. O. 11652: N/A

TAGS: BEX, NI

SUBJ: PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY

REF : (A) STATE 209833 (B) STATE 210917; (C) LAGOS 8100

1. EMBASSY COMMENDS SIPS AND MEPD FOR STRONG SUPPORT.
2. FORD INTERNATIONAL DIVISION OFFICIAL MADE EXCELLENT PRESENTATION SEPT 2 BEFORE ATTENTIVE MOD AUDIENCE CONSISTING OF ARMY CHIEF OF STAFF AND FOURTEEN OTHER RANKING OFFICERS. MACK PRESENTATION SCHEDULED FOR SEPTEMBER 10.
3. WE HAVE INFORMED MOD OF VARIOUS INTERESTED MANUFACTURERS LISTED IN REF (A). MOD CLEARLY IMPRESSED AND APPRECIATIVE. WISHES TO DEAL ONLY WITH US COMPANY OFFICIALS, NOT WITH LOCAL AGENTS. LATTER ACCEPT THIS POSITION AND HAVE BEEN IN TOUCH WITH CAHILL HERE AND CORPORATE HEADQUARTERS IN US. NAPCO REP PRINCE ALEFIOYE (REF (B)), FOR EXAMPLE, HAS BEEN IN ALMOST DAILY CONTACT WITH EMBASSY. ON HIS BEHALF WE HAVE REAWAKENED MOD FILE ON EAR LER NAPCO VEHICLE BID (COMPANY OFFERED DUMP TRUCKS AND

AMBULANCES) AND HAVE ENSURED THAT COMPANY IS CONTENDER IN CURRENT TRUCK BIDDING.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LAGOS 08695 051703Z

4. MOD PREFERS NOT TO PROVIDE PRECISE SPECIFICATIONS NOW BUT

OBSERVE WHAT SUPPLIERS HAVE TO OFFER WITHIN CATEGORIES CITED
IN REF (C). CURRENT FEELING APPEARS TO FAVOR MOD
LS SIMILAR TO
FORD'S F 100 4X4 AND F 600 6X6. QUARTERMASTER GENERAL
EMPHASIZES THAT TRUCKS SHOULD BE FOR ADMINISTRATIVE NOT
TACTICAL USE. HE TODAY STATED ADDITIONAL INTEREST IN 30-AND-50
PASSENGER BUSES AND
25-40 TON CAPACITY TRUCKS FOR SECOND ROUND
OF PURCHASES.

5. SUPPLIERS ASKED TO REQUEST INTERVIEW/PRESENTATION WITH MOD
BY CABLING CAHILL AT EMBASSY. PRESENTATIONS SHOULD TAKE PLACE
BETWEEN SEPTEMBER 17 AND
25. WE RECOMMEND THAT PRESENTATION
INCLUDE FILM SHOWING FOR MAXIMUM EFFECT.

6. DECISION ON MODELS
WILL BE MADE AS SOON AS POSSIBLE AFTER
SEPTEMBER 25 AND PRICES THEN SOUGHT. AWARD EXPECTED
TO BE MADE

IN EARLY OCTOBER. MOD ACCENT IS ON "RESULTS" AND
"RAPID DECISION."

7. AY WANTS TRUCKS DELIVERED AND
IN OPERATION WITHIN SIX
MONTHS AFTER PLACING ORDER.

EASUM

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAGOS08695
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750307-0911
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750980/aaaactbp.tel
Line Count: 91
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 209833, 75 STATE 210917, 75 LAGOS 8100
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAR 2003 by maustmc>; APPROVED <20 JAN 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY: TRUCKS FOR NIGERIAN ARMY
TAGS: BEXP, NI
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006